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Diana T Fritz 03/15/2007 04:07:24 PM From DB/Inbox: Search Results

Cable
Text:

CONFIDENTIAL

SIPDIS
TELEGRAM

January 20, 2004

To: No Action Addressee
Action: Unknown
From: AMEMBASSY ABU DHABI (ABU DHABI 195 - ROUTINE)
TAGS: EPET, PGOV, BEXP, ENRG, ECON, EINV
Captions: None
Subject: UPPER ZAKUM FIELD UPDATE
Ref: None

C O N F I D E N T I A L ABU DHABI 00195

SIPDIS
CXABU:
ACTION: ECON
INFO: P/M AMB DCM POL
Laser1:
INFO: FCS

DISSEMINATION: ECON
CHARGE: PROG

APPROVED: AMB:MMWAHBA
DRAFTED: ECON:OJOHN
CLEARED: DCM:RALBRIGHT, ECON:CMARTIN-CRUMPLER, FCS:NCHARLES-PARKER

VZCZCADI724
RR RUEHC RUEHHH RUEHDE RUCPDOC RHEBAAA
DE RUEHAD #0195 0200537
ZNY CCCCC ZZH
R 200537Z JAN 04
FM AMEMBASSY ABU DHABI
TO RUEHC/SECSTATE WASHDC 3044
INFO RUEHHH/OPEC COLLECTIVE
RUEHDE/AMCONSUL DUBAI 3663
RUCPDOC/USDOC WASHDC
RHEBAAA/DEPT OF ENERGY WASHDC

C O N F I D E N T I A L ABU DHABI 000195

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DEPT FOR NEA/RA, NEA/ARP, INR/EC, EB/IEP, EB/CBA
USDOE FOR INT'L AFFAIRS - COBURN, ALSO CALIENDO
USDOE FOR OFFICE OF THE SECRETARY - RHONDA HUDOME
USDOC FOR 1000/OC/
USDOC FOR 4520/ITA/IEP/ONE
USDOC FOR 4530/ITA/MAC/ONE/DGUGLIELMI
4500/ITA/MAC/DAS/WILLIAMSON
3131/CS/OIO/ANESA

E.O. 12958: DECL 01/06/17
TAGS: [EPET](#) [PGOV](#) [BEXP](#) [ENRG](#) [ECON](#) [EINV](#) [TC](#)
SUBJECT: UPPER ZAKUM FIELD UPDATE

1. (U) Classified by Ambassador Marcelle M. Wahba, for reasons 1.5 (B) and (D). This cable contains business proprietary information. Please protect.

2. (C) In late December, Ambassador and Econchief

met with Exxon Mobil (Al-Khalij) President Frank Kemnetz, who provided an update on the status of the Upper Zakkum project. According to Kemnetz, the Supreme Petroleum Council (SPC) had not yet met to decide on which of the bidders (Exxon/Mobil, BP, JODCO, Chevron/Texaco, Shell and Total) would win the bid. He said that he suspected that the UAE would split the project among more than one company. In that case, he wanted to stress that U.S. companies were underrepresented in the UAE with only about 15% of the foreign presence. The Europeans, he said, had about 60% of the foreign presence in the UAE. He asked that the Ambassador take advantage of opportunities to stress that - other considerations being equal - should the UAE decide to split up the tender, that it consider the fact that U.S. companies were under-represented in the UAE.

13. (C) On January 5, the Ambassador met with Mohammed Habroush Al-Suwaidi, the Chairman of National Bank of Abu Dhabi and an influential member of Abu Dhabi's Supreme Petroleum Council. During the meeting, she mentioned that our industry contacts have praised ADNOC's efforts to create a level playing field in the bidding process and to evaluate competing proposals fairly. She then raised the issue of the U.S.'s historical under-representation in the UAE oil sector. Al-Suwaidi agreed that U.S. companies were under-represented in the field and said that he personally saw a need to even the balance. He stressed that the SPC had yet to meet on Upper Zakkum, but that in his opinion, Exxon/Mobil is a very strong contender.

14. (C) Comment: This is potentially good news for U.S. companies. We have long heard that Exxon is one of the front-runners. This is an encouraging indication that at least one U.S. company is being seriously considered for this significant project.

Wahba